

Illinois State Treasurer's Office

Focus on Diversity



Making It Easier for MWVD Firms to Do Business with the Treasurer's Office

New practices to increase business opportunities for MWVD firms, especially in Illinois.

Improved Request for Proposal (RFP) Process

All RFPs within the Treasurer's Office now provide points in the scoring process to MWVD applicants. All firms that submit an RFP must illustrate how their firms further diversity and equal opportunity.

New Business Liaison

A business liaison has been appointed to assist MWVD businesses in navigating the process to do business with the Treasurer's Office.

Capabilities Questionnaire for MWVD Firm

Developed a Capabilities Questionnaire that MWVD firms may fill out and submit to provide the Treasurer's staff with a basis to be proactive in identifying business opportunities.

Required Diversity Profile

As of September 1, 2015, all investment firms and financial institutions applying to do business with the Treasurer's Office must fill out a Diversity Profile that notes the diversity within their ownership and senior leadership.

Diverse Management Team

Ensure management team reflects the diversity of our state. With more culturally diverse backgrounds, more success can be achieved.

Enforcing Community Reinvestment Act (CRA) Standards

- Two Illinois banks were cut off from investments for failing to comply with CRA requirements, resulting in \$95,000 returned to the state.
- No standards or procedures were in place to review eligibility before taking office.
- By law, the Treasurer's Office is authorized to consider a financial institution's record and current level of financial commitment to its local community when deciding whether to deposit State funds in that financial institution.

Focused Broker/Dealer Programs towards MWVD firms

- Two of the three main investment vehicles of the office, the State Portfolio and the Illinois Funds (College Savings is the third), are made up of direct purchases and brokered assets. Together these two programs hold approximately \$18 billion in assets (as of June 2016). Becoming an approved broker/dealer is a quick and effective way to maximize MWVD participation.
- 2012 vs. 2015 – The Treasurer's Office performed a review of MWVD brokerage utilization over the last four fiscal years (FY 2012 to FY 2015). Here are the results:

For more information on opportunities for MWVD firms, please contact
MWVD@illinoistreasurer.gov.

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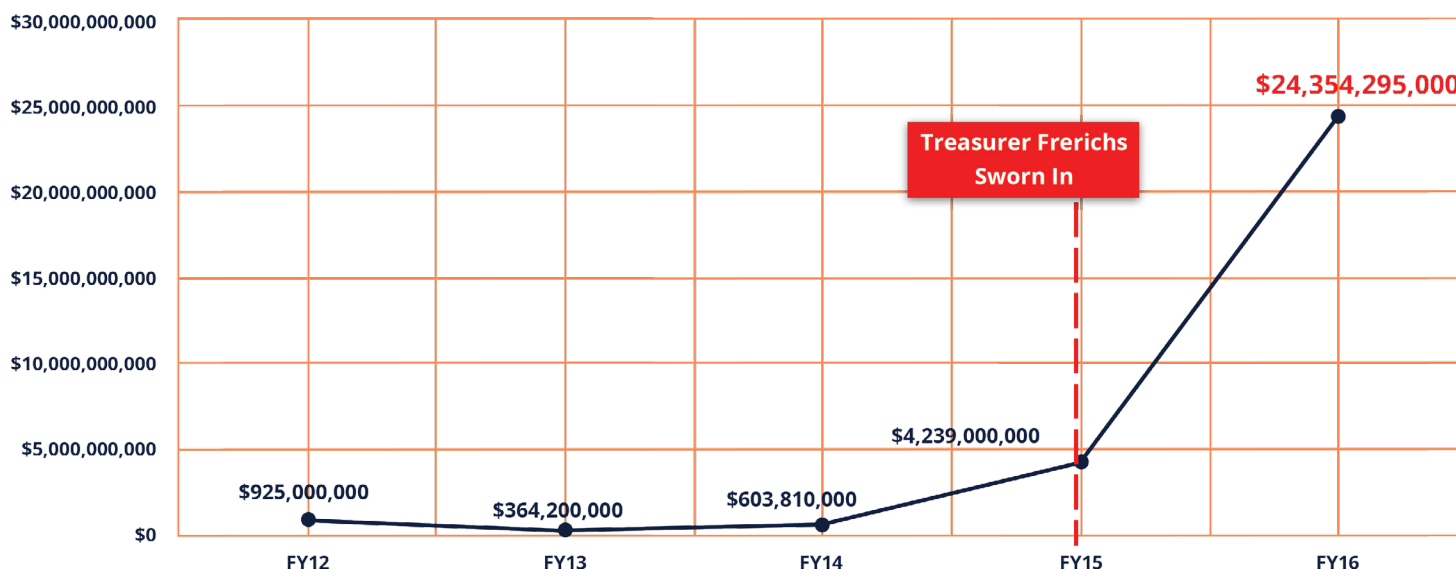


Assets brokered by MWVD firms increased exponentially. Assets brokered with MWVD firms increased from a monthly average of \$50.3 million in FY 2014 to \$2.0 billion per month in FY 2016. That's more than 40 times more utilization of MWVD firms.

Assets Brokered with MWVD Firms					
State Investment Portfolio + Illinois Funds MMF	FY12	FY13	FY14	FY15	FY16
Assets Brokered by MWVD Firms	\$925,000,000	\$364,200,000	\$603,810,000	\$4,239,000,000	\$24,354,295,000
Total Available to MWVD Firms (Securities, Secondary CP, Treasury Bills/Discount Notes)	\$21,038,600,000	\$25,438,400,000	\$60,291,360,000	\$74,008,909,000	\$40,652,702,000
% Brokered by MWVD Firms	4.40%	1.43%	1.00%	5.73%	59.91%

Assets brokered by MWVD firms increased from 1% to 60%. In fiscal year 2014, only 1% of the Office's investment assets were brokered through MWVD firms. In fiscal year 2016, nearly 60% of the Office's investment assets were brokered through MWVD firms. This latest figure represents the Treasurer's steadfast commitment to investing in the MWVD community.

**Treasurer's Office - Assets Brokered by MWVD Firms
FY2012 - FY2016**



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